



# Trade News

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**July 2003**

**The U.S. Department of  
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U.S. Export Assistance  
Centers Serving North and  
South Carolina —**

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**TRADE NEWS** is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in North and South Carolina. It is distributed by email. To correct, add or delete an address, send complete contact information to the Columbia USEAC at the email address or fax # above.

**Rebuilding Iraq - Economic Sanctions:** From 1990 to May 2003, the United States maintained a comprehensive embargo on Iraq pursuant to U.S. Executive Orders and statutory requirements and consistent with U.N. Security Council Resolutions. On May 22, 2003, the U.N. Security Council issued Resolution 1483 which lifted most economic sanctions on Iraq in order to facilitate Iraq's economic development. The text of resolution can be found at [http://www.un.org/Docs/sc/unscl\\_resolutions03.html](http://www.un.org/Docs/sc/unscl_resolutions03.html). On May 23, 2003, in order to implement the lifting of U.N. sanctions and facilitate the continuing reconstruction of Iraq, the Department of the Treasury's Office of Foreign Assets Control (OFAC) revised the Iraqi Sanctions Regulations by issuing General License 575.533, which authorizes most previously-prohibited transactions with Iraq, including the exploration or re-exportation of most non-sensitive dual-use goods. This license can be found at <http://www.treas.gov/offices/enforcement/ofac/actions/20030523.html>. However, the exportation or re-exportation to Iraq of any goods or technology that are subject to a license requirement under the Department of Commerce's Export Administration Regulations (EAR) continues to require specific authorization from OFAC. If you are unsure whether your proposed export involves goods or technology that are subject to a license requirement under the EAR for exportation to Iraq, please contact the Bureau of Industry and Security at (202) 482-4811. If you determine that a proposed export requires specific authorization, exporters should contact OFAC in order to apply for a license. Companies are strongly urged to consult with OFAC regarding the scope of General License 575.533 or other questions about the scope of permissible trade and transactions with Iraq. For more information, go to <http://www.export.gov/iraq>.

**U.S. Joins International Trademark Filing System:** U.S. companies will soon have a new option for registering their trademarks overseas, using an international filing system that will cost significantly less than the present country-by-country method. An agreement has been made that the U.S. may join the Madrid Protocol, an international treaty that facilitates procuring and maintaining international registrations in the participating countries through a centralized and cost-effective system. The Madrid Protocol is administered by the World Intellectual Property Organization (WIPO) in the U.N. and has a total of 57 countries that are currently members. The Protocol will allow U.S. applicants to file a single international trademark application that designates the member countries where trademark registration is sought. U.S. participation in the Madrid Protocol will start no sooner than November 2, 2003. If no substantive registrability issues arise, a trademark owner may save several thousand dollars by acquiring an international registration that covers several countries, rather than obtaining separate national registrations. For more information, contact your local USEAC.

**Advocacy Center:** Exporting today means more than just selling a good product at a competitive price; it can also mean dealing with foreign governments and complex regulations. That's when we step in! The Advocacy Center puts the resources and authority of the U.S. Government behind your team to help you resolve problems such as: Foreign competitors receive assistance from their home governments to pressure a customer into a buying decision; Unfair treatment by foreign government decision-makers, preventing you from a chance to compete; The procurement process is politicized by linking the award to concessionary financing, promises of technology transfer, or flow of aid; and tenders tied up in bureaucratic red tape, resulting in lost opportunities and unfair advantage to a competitor. For more information visit [www.ita.doc.gov/advocacy](http://www.ita.doc.gov/advocacy).

**Federal Update: Opportunities in Israel Promoted** - A website useful to U.S. firms has been launched by the U.S. Commercial Service at the American Embassy in Tel Aviv to proactively support U.S. exporters and investors interested in opportunities in Israel. Short messages highlight local "Business Service Providers" that have recently joined the site, and provide useful links to the new "Featured U.S. Exporters" program and upcoming Embassy-supported trade events. To view full descriptions and complete contact information visit: <http://buyusa.gov/israel/en/page70.html>.



## **U.S. COMMERCE SECRETARY APPOINTS MEMBERS TO NORTH CAROLINA AND SOUTH CAROLINA DISTRICT EXPORT COUNCILS**

Several representatives of the North Carolina and South Carolina international business community were recently appointed to the N.C. and S.C. District Export Councils. The District Export Council (DEC) is a nonprofit organization created in 1961 by the U.S. Secretary of Commerce to promote U.S. trade with the world. The Secretary approves the membership for limited terms on behalf of the President of the United States. Membership renewals are at the Secretary's discretion. Chosen for their personal knowledge and experience in exporting, DEC members are many of the country's successful business leaders in global trading. Major exporting firms are represented, as well as freight forwarders, international consultants, government agencies, and other groups directly engaged in the day-to-day business of international trade. The N.C. and S.C. DEC work closely with the U.S. Department of Commerce and statewide international trade groups to improve conditions for foreign commerce and sponsor educational programs of interest to exporters. Though no "advisory bodies" in the legal sense of the term, the N.C. and S.C. DEC provide valuable information and advice to Federal agencies, State legislators, and trade policymakers at the local and national levels.

**North Carolina DEC** new appointments and renewed memberships include:

Clem Schrader (Chair) - Hipage Company  
Peter J. Hegarty - Amtec, LLC  
Dana M. Hicks, III - Wedeco Ideal Horizons  
Dan Ramirez - Nova Digital Systems, Inc.  
James W. Turner - Mills Manufacturing Corp.  
Victor A. Bryant - Barnhardt Manufacturing (new)  
Michael R. Cobb - Diamante International, LLC (new)  
Ronald K. Reighter - Wellamn, Inc. (new)  
Matthew K. Rogers - CommScope, Inc. of NC  
Richard W. Williams, Sr. - Williams Companies (new)

Pamela Davison (Vice Chair) - Foreign Trade Zones Administrator  
Ingeborg Hegenbart - South Trust Bank, International  
Marion A. Jones - Centura Bank  
Andrew Ruman - Southport  
Allen R. Bryant - Alrobo Company (new)  
Barbara M. Causey - Hertron International, Inc (new)  
Peter S. Cunningham - NC DOC, International Division (new)  
Nancy High - Formerly with American Furniture Mfrs. Assoc. (new)  
Rolf E. Sromberg - NC State Ports Authority (new)

**South Carolina DEC** new appointments and renewed memberships include:

James M. Cox (Chair) - TradeSouth, LLC  
Barbara C. Graham - Freight Forwarding Express, Inc.  
Dorette Coetsee - S.C. Export Consortium (new)  
Allan M. Copp - Carbis Sales, Inc. (new)  
William T. Sanders, Sr. - Ice Machines International, Inc.  
Darius M. Sibalwa - SITI Group, Inc.

David Dubberly (Vice Chair) - Nexsen Pruet Jacobs & Pollard, LLC  
C. Dean Carson - S.C. Forestry Commission (new)  
Alexis Con - Tietex International, Ltd. (new)  
Leslie S. Davis - Moncks Corner (new)  
Cecilia M. Shepherd - Compass International Co., Inc.  
Robert G. Britt - TopTec, Inc.

**AES Filing for Shippers Export Declarations (SEDs):** The Automated Export System (AES) is a joint venture between the U.S. Customs Service, the Foreign Trade Division of the Bureau of the Census (Commerce), the Bureau Industry and Security (Commerce), the Office of Defense Trade Controls (State), other Federal agencies, and the export trade community. It is the central point through which export shipments date required by multiple agencies is filed electronically to Customs, using the efficiencies of Electronic Data Interchange (EDI). AES provides an alternative to filing paper Shipper's Export Declarations (SED's). Census expects to implement in mid-2004 mandatory AES filing for all exports that require SED information. For more information, visit [www.customs.gov/xp/cgov/export/aes/about.xml](http://www.customs.gov/xp/cgov/export/aes/about.xml).

### **Check Out These Valuable Resources:**

- ✓ **Really Useful Sites for International Trade Professionals.** This free bi-weekly newsletter reviews useful Web sites from the Web Resources database at **FITA's International Trade/ Import-Export Portal** at <http://www.fita.org>, an excellent source for trade leads, news, events, and a link library of 5,000+ sites related to international trade.. To subscribe, go to <http://fita.org/usefulregister.html> and enter your email address.
- ✓ **For Information on Desk Studies (DSs), Definitional Missions (DMs), and Feasibility Studies (FSs)** from The Trade Development Agency (TDA) visit the pipeline at <http://www.tda.gov/pipeline/index.html>.
- ✓ **To find further information on Schedule B numbers**, visit [www.census.gov/foreign-trade](http://www.census.gov/foreign-trade).
- ✓ **Check out the Beijing Olympic's new website at:** <http://www.buyusa.gov/china/en>.
- ✓ **Interested in the Swedish Market:** The 7<sup>th</sup> Annual Swedish-American Entrepreneur Days are to be held the third week in August in Upsala, just north of Stockholm, combines networking and matchmaking at a wonderful time of the year.



## Trade Calendar for North and South Carolina July 2003

### \*\*\*\*Senior Commercial Specialist from Toronto, Canada to Visit South Carolina\*\*\*\*

The USEAC offices in South Carolina will be hosting the visit of Ms. Madellon Lopes, Senior Commercial Specialist, U.S. Commercial Service, Toronto, Canada, from July 15 - 30. For the past 17 years, Ms. Lopes has been assisting U.S. companies to develop and implement market entry and export promotion strategies in our # 1 export market - Canada. Her responsibilities include tracking developments in Canada's leading sectors with an emphasis on Automotive, Transportation, Advanced Materials, Chemicals and Plastics, and Healthcare/Medical. During her visit to South Carolina, Ms. Lopes will be available for one-on-one appointments with firms interested in developing or expanding sales in Canada for their product or service. Below is a schedule of her stay in SC. To arrange an appointment with Ms. Lopes, contact the appropriate USEAC office:

July 15-18 - Greenville USEAC:	Contact: <a href="mailto:Denis.Csizmadia@mail.doc.gov">Denis.Csizmadia@mail.doc.gov</a>
July 21-23 - Columbia USEAC:	Contact: <a href="mailto:Ann.Watts@mail.doc.gov">Ann.Watts@mail.doc.gov</a> <a href="mailto:Jayne.Woodward@mail.doc.gov">Jayne.Woodward@mail.doc.gov</a>
July 24-30 - Charleston USEAC:	Contact: <a href="mailto:Phil.Minard@mail.doc.gov">Phil.Minard@mail.doc.gov</a>

### South Carolina:

#### July 22:

**Midlands International Trade Association Luncheon - Featuring Ms. Madellon Lopes, Senior Commercial Specialist, U.S. Commercial Service, U.S. Consulate General - Toronto, Canada.** Investment. In 2002, the total value of U.S. merchandise exported to the Dominican Republic was \$4.3 billion, of which South Carolina exported \$61.3 million. This Video market Briefing is also the first step in organizing a S.C. delegation to participate in ExpoUSA, September 16-18, 2003, in Santo Domingo where SC companies will be able to showcase their products and services while interviewing potential representatives. **Sponsors:** Global Trade Information Services, The Loxscreen Company, Inc. **Location/Time:** Clarion Town House, Salon B, 1615 Gervais Street, Columbia, SC 12:00 noon - 2:00 p.m. **Cost:** \$18 for members and their guests and \$25 for nonmembers and members without reservations. **Contact:** Maureen Taylor, 803-356-8964 or [www.scmia.com](http://www.scmia.com).



### The U.S. and S.C. Departments of Commerce are Organizing a South Carolina Business Matchmaking Mission to Monterrey, Mexico - October 1-3, 2003

This mission will include five carefully screened Gold-Key appointments with reps, distributors, and partners; a pre-mission briefing and videoconference with the U.S. consulate in Monterrey; export finance strategy counseling with the U.S. Small Business Administration; a thorough background check on your final, selected Mexican Gold Key company; and networking events and opportunities. Last year, SC companies exported \$781.6 million worth of goods and services to Mexico—a 7% increase over the previous year during an economic downturn! Monterrey, a city of approximately 3.8 million people, was named by Fortune magazine as the best city in Latin America in which to do business. Moreover, the business culture in Monterrey is very similar to that of the U.S. You'll find a well-educated, hard working work force ready to do business with you. For more information, contact Denis Csizmadia, Greenville USEAC or Amy Thomson, SCDOC, tel: 803-737-0488, [athomson@TeamSC.com](mailto:athomson@TeamSC.com).

